

# Stephen Merth

Javascript developer working with React/React Native, Gatsby, Apollo, GraphQL, Express and Cloud Functions to build serverless applications.

To contribute my development skills and management experience to a development/implementation team and collaborate with colleagues/users/customers to build cutting edge cloud based applications.

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## SKILLS

**Cross Functional Team Management**  
experienced

**Account Management**  
Experienced

**Business Development**  
Expert

## LANGUAGES

**English**  
Native speaker

**Mandarin Chinese**  
Beginner / Conversational

## AWARDS

### Certificate of Appreciation

IMR (Medical Research Institute) & Malaysian Immunology Association

For organizing and conducting the workshop: 'Innovations in Proteomic Techniques - Protein Analysis in the 21st Century

### North American Salesperson of the Year

Pharmacia Biotech Inc.

Best sales results in North America versus budget and growth year-on-year.

### Presidents Award

Pharmacia Biotech Inc.

Global recognition for sales performance and upholding company values.

## WORK EXPERIENCE

### Elections Canada

Deputy Returning Officer

(October 2019 - October 2019)

Ran polling station

### City of Maple Ridge

Election Officer

(October 2018 - October 2018)

Ran polling station

### Hauxsamaly Pte. Ltd.

Founder / Managing Director

(June 2010 - December 2014)

I built, installed and maintained **Drupal** CMS instances for startup businesses, helping connect them with their customers and audiences

### Bio-Works Company Ltd.

Commercial Director / Euity Stakeholder

(January 2013 - January 2014)

I joined Bio-works, a start-up protein separations technology company, in its first year of operation as employee #1. I worked with the 4 founders on all areas of business development and raising capital.

### General Electric - Healthcare Division

Sales Support Director, Industrial Protein Separations, Developing Markets and Japan

(January 2005 - January 2007)

Responsible for sales support functions for the Industrial Separations Business Group covering Asia Pacific, Africa, Middle East, Eastern Europe and South America.

### Amersham Biosciences Ltd.

Regional Business Director, Drug Discovery Systems, Proteomics, Genomics - Asia Pacific

(January 2000 - November 2002)

Ensured **integration of product sales, marketing & support** after **aquisition** of Molecular Dynamics. **Focused business profit** pivoting towards constant revenue stream and high margins of consumable chemistry.

### Pharmacia Biotech Inc.

Regional Marketing Manager - Asia Pacific

(July 1997 - January 2000)

Coordinated sales and marketing activities for , Molecular Biology and Electrophoresis the electrophoresis, cell biology, molecular biology, spectrophotometry, and agency product portfolios in the Asia Pacific region. **Negotiated** record 1.7 M USD **technology transfer agreement** with PORIM, Malaysia.

### Pharmacia Biotech Inc.

Territory Manager - Western Canada

(July 1997 - January 2000)

Managed sales, installation, support and training for Molecular Biology & Protein Chromatography product categories in Western Canada. Consistently **expanded market share** and **exceeded sales quotas** (achieving: 1993: 108%, 1994: 129%, 1995: 135%, 1996: 110%.)

### British Columbia Cancer Research Center

Research Technician (T4)

(April 1987 - December 1989)

Set up a research project, purchased equipment and supplies, and conducted studies of integrin distribution on the surface of peripheral blood mononuclear cells in response to cell culture conditions.

## EDUCATION

### University of British Columbia

**Bachelor of Science** Biochemistry & Genetics

(September 1982 - May 1986)